RJ

5-24-95

TO: ALL REGIONAL SALES MANAGERS
REGION OPERATIONS MANAGERS

SUBJECT: SAM'S CLUBS VAP & DPC PARTICIPATION

FROM: MARTY WASHBURN, CAM 2544

THE NEW SAM'S CLUB VAP & DPC PROCEDURES ARE NOW IN PLACE AND BEING WORKED BY YOUR PEOPLE. **JULY PROMOTIONS** WILL BE PACKED AND SHIPPED **100% BY MCLANES** TO THE SAM'S CLUBS **YOUR** PEOPLE SOLD. VAP SHIPMENTS FROM MCLANES ARE TO ARRIVE WEEK OF **JULY 3**, AND DPC SHIPMENTS TO ARRIVE WEEK OF **JULY 10** IN ALL CLUBS SOLD.

RJR FIELD SALES BOOKED **4283 VAP** SKU'S AND **8223 DPC** SKU'S FOR JULY. THIS EQUATES TO **50,024 CARTONS** OF RJR PROMOTED PRODUCT FOR THE MONTH. AS REFERENCE RJR SOLD INTO SAM'S **61,000 CARTONS** PROMOTED THE ENTIRE FIRST QUARTER OF 1995.

I WANT TO THANK YOU AND YOUR PEOPLE FOR THE EFFORT MADE TO IMPROVE PARTICIPATION IN THESE PROGRAMS. SAM'S MANAGEMENT WAS EXTREMELY PLEASED WITH THE RESULTS.

RJR'S KNOWLEDGE OF HOW THE CLUBS WORK IS ALSO IMPROVING AS OUR PEOPLE CALL ON THEM REGULARLY. WHILE WE ARE MAKING PROGRESS, THERE IS STILL ROOM FOR GROWTH. SAM'S HAS A NATIONAL DPC ALLOCATION OF **25,000 SKU'S PER MONTH.** OUR JULY RESULTS UTILIZED **33%** OF THE AVAILABLE ALLOCATION.

WE HAVE RECEIVED SEVERAL REGIONS' REPORTS ALREADY FOR AUGUST AND THE NUMBERS INITIALLY LOOK BETTER THAN JULY. OUR TARGET IS TO HIT **50%** OF ALLOCATION FOR AUGUST AND **75%** OF ALLOCATION FOR SEPTEMBER.

THE 25,000 DPC SKU'S BREAKDOWN TO **50 PER CLUB PER MONTH.** IF YOU HAVE 10 CLUBS YOUR REGION HAS 500 ALLOCATION. YOU CAN BREAK THIS AMOUNT AS NEEDED TO THE INDIVIDUAL CLUBS, SOME COULD GET 90, OTHERS 27, ETC. TO **TOTAL 500. SAM'S DPC DOES NOT COME OFF YOUR NORMAL DPC ALLOCATION.** IF YOU NEED MORE THAN YOUR SAM'S ALLOCATION DICTATES CONTACT PAUL LETOURNEAU FOR ADJUSTMENTS.

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Source: https://www.industrydocuments.ucsf.edu/docs/rjxn0000

ENCLOSED ARE 2 ITEMS THAT SHOULD HELP IN SELLING VAP & DPC IN SAM'S CLUBS:

1. LIST OF CLUBS BY REGION THAT DID NOT PARTICIPATE IN JULY PROMOTIONS.

2. LIST OF SAM'S DIRECTOR OF OPERATIONS THAT CAN SUPPORT OUR EFFORTS AT CLUB LEVEL. (NEW LIST)

SOME SAM'S CLUBS ARE IN STRONG "FAIR TRADE" STATES AND HAVE LIMITED OR NO POTENTIAL TO WORK THESE PROGRAMS OR TO SELL MANY GIGARETTES. THIS WILL NEED TO BE CONSIDERED IN MANAGING THE CLUBS IN YOUR AREA.

**THE DEADLINE FOR SUBMITTING YOUR REGIONS VAP & DPC SKU NEEDS FOR AUGUST HAS BEEN EXTENDED TO JUNE 1, 1995. PLEASE ADVISE YOUR PEOPLE AFFECTED BY THIS EXTENSION.**

CONTINUED EFFORT AGAINST SIGNING VAP ACCOUNTS IN SAM'S AND WORKING WITH THE CLUB TELEMARKETERS ON IMPROVING DPC PARTICIPATION SHOULD BE "TOP OF MIND" WHEN MAKING THESE CALLS.

THE KEY TO SUCCESS WITH VAP & DPC IN SAM'S CLUB IS:

**COMMUNICATION, COMMUNICATION, COMMUNICATION!!!!**

1. REGULAR CALL PATTERNS ON THE CLUBS

2. KNOWING CLUB PERSONNEL FROM "BACK TO FRONT DOOR"

3. REVIEW OF DPC "SCRIPT" (SALES PITCH) WITH TELEMARKETERS

4. REVIEW OF SALES RESULTS WITH SAM'S DIR. OF OPERATIONS AND CLUB GM FOR NEXT STEPS, IDEAS, PROBLEMS, ETC. FOR INCREASED SUPPORT OF RJR PROGRAMS

MOVING THE NEEDLE IN SAM'S WILL GO FAR IN HELPING US ACHIEVE OUR 1995 AGENDA. THANKS AGAIN FOR YOUR SUPPORT.

W/ATTACHMENTS

1. NON-PARTICIPANT LIST
2. D.O. LIST BY CLUB
3. VAP/DPC ROLLUP SHEETS BY MCLANE DIVISION-JULY

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Source: https://www.industrydocuments.ucsf.edu/docs/rjxn0000

# club address list

| DIV | ACCT | Club | Street address | City | ST | Zip | Phone Nbr | REG | Operations | McLane Division |
|---|---|---|---|---|---|---|---|---|---|---|
| | | 8134 | 7700 ROGERS AVENUE | FT. SMITH | AR | 72903 | (501)484-5454 | 6 | CHUCK WEBB | SOUTHWEST |
| | | 6612 | 1225 CONCORD AVENUE | CONCORD | CA | 94520 | (510)687-8914 | 63 | BOB ALDERMAN | PACIFIC |
| | | 6442 | 2 BOSTON POST ROAD | ORANGE | CT | 06477 | (203)795-8100 | 64 | AL ROBERTS | NORTHEAST |
| | | 6636 | 245 WILBUR CROSS HWY | BERLIN | CT | 06037 | (203)829-0841 | 64 | AL ROBERTS | NORTHEAST |
| | | 8195 | 69 PAVILIONS DRIVE | MANCHESTER | CT | 06040 | (203)644-5593 | 64 | AL ROBERTS | NORTHEAST |
| | | 8253 | 300 BUSCH DRIVE | JACKSONVILLE | FL | 32218 | (904)786-1125 | 36 | RON JENSEN | SUNEAST |
| | | 6645 | | NORCROSS | GA | | | | JIM MILLER | |
| | | 6449 | 5009 HINKLEVILLE ROAD | PADUCAH | KY | 42001 | (502)442-7774 | 9 | RANDY BLANKLEY | CUMBERLAND |
| | | 8204 | 7685 AIRLINE HIGHWAY | BATON ROUGE | LA | 70815 | (504)929-9892 | 1 | HAROLD ATWELL | SOUTHERN |
| | | 8260 | 6921 BUNDY ROAD | NEW ORLEANS | LA | 70127 | (504)243-9824 | 1 | HAROLD ATWELL | SOUTHERN |
| | | 6340 | 338 TURNPIKE ROAD | WESTBOROUGH | MA | 01581 | (508)836-5555 | 64 | AL ROBERTS | NORTHEAST |
| | | 6671 | 100 TROTTERS WAY | FREEHOLD | NJ | 07728 | (908)780-4477 | 44 | CHUCK MILLER | MIDATLANTIC |
| | | 6366 | 2441 VESTAL PARKWAY EAST | VESTAL | NY | 13850 | (607)770-6200 | 20 | ALLEN SMITH | NORTHEAST |
| | | 6406 | 5535 PORTER ROAD | NIAGARA FALLS | NY | 14304 | (716)298-1582 | 20 | ALLEN SMITH | NORTHEAST |
| | | 6423 | 300 NORTH GALLERIA DR | MIDDLETOWN | NY | 10940 | (914)692-5100 | 44 | CHUCK MILLER | NORTHEAST |
| | | 6428 | 2950 HORSE BLOCK ROAD | MEDFORD | NY | 11763 | (516)447-0429 | 44 | CHUCK MILLER | NORTHEAST |
| | | 6539 | 21341 SAM'S DRIVE | WATERTOWN | NY | 13601 | (315)786-8602 | 48 | JOHN MULLEN | NORTHEAST |
| | | 6673 | 3735 UNION ROAD | CHEEKTOWAGA | NY | 14225 | (716)681-5195 | 20 | ALLEN SMITH | NORTHEAST |
| | | 6674 | 333 SAWMILL RIVER ROAD | ELMSFORD | NY | 10523 | (914)592-0023 | 44 | CHUCK MILLER | NORTHEAST |
| | | 8171 | 2649 ERIE BLVD EAST | SYRACUSE | NY | 13224 | (315)449-9233 | 48 | JOHN MULLEN | NORTHEAST |
| | | 8152 | 221 COUNTY ROAD 410 | SOUTH POINT | OH | 45680 | (614)894-3296 | 42 | RANDY PYFROM | CUMBERLAND |
| | | 6342 | 6922 S. MINGO ROAD | TULSA | OK | 74133 | (918)627-6659 | 6 | CHUCK WEBB | SOUTHWEST |
| | | 8263 | 4420 SOUTH SHERIDAN ROAD | TULSA | OK | 74145 | (918)627-1443 | 6 | CHUCK WEBB | SOUTHWEST |
| | | 6678 | 7207 MCKNIGHT ROAD | PITTSBURGH | PA | 15237 | (412)364-0630 | 49 | BOB KELLY | MIDATLANTIC |
| | | 6679 | 2932 LEBANON CHURCH ROAD | WEST MIFFLIN | PA | 15122 | (412)466-0934 | 49 | BOB KELLY | MIDATLANTIC |
| | | 6447 | 615 OLD HICKORY BLVD | NASHVILLE | TN | 37209 | (615)356-5545 | 28 | DONNA DUNCAN | SOUTHERN |
| | | 6501 | 125 JOHN R RICE BLVD | MURPHREESBORO | TN | 37129 | (615)895-4246 | 28 | DONNA DUNCAN | SOUTHERN |
| | | 8112 | 6101 LEE HIGHWAY | CHATTANOOGA | TN | 37421 | (615)954-1751 | 2 | DALE GREEN | SOUTHERN |
| | | 8257 | 2240 GALLATIN PIKE NORTH | NASHVILLE | TN | 37115 | (615)859-2023 | 28 | DONNA DUNCAN | SOUTHERN |
| | | 8292 | 2150 COVINGTON PIKE | MEMPHIS | TN | 38128 | (901)386-4004 | 9 | RANDY BLANKLEY | SOUTHERN |
| | | 8294 | 1300 ANTIOCH PIKE | NASHVILLE | TN | 37211 | (615)834-9092 | 28 | DONNA DUNCAN | SOUTHERN |
| | | 6321 | 735 NORTH CASALOMA DR. | APPLETON | WI | 54915 | (414)735-0829 | 32 | JACK NEAR | MIDWEST |
| | | 8149 | 2470 WEST MASON | GREEN BAY | WI | 54303 | (414)497-2112 | 32 | JACK NEAR | MIDWEST |
| | | 8185 | 4001 GATEWAY DRIVE | EAU CLAIRE | WI | 54701 | (715)836-9585 | 32 | JACK NEAR | MIDWEST |

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Source: https://www.industrydocuments.ucsf.edu/docs/rjxn0000

# SAM'S CLUB: JULY '95 DPC:

## ALL REGION ORDERS MUST BE FAXED TO 2544 BY 5-15-95

RJR(2544) MUST HAVE ORDERS BATCHED AND TO SAM'S HQ BY 5-17-95
RJR REGION TRANSFERS MUST BE ENTERED BY 5-15-95
SAM'S HQ MUST HAVE PO'S AND ORDERS TO MCLANES BY 5-20-95
MCLANES PACKS AND SHIPS TO CLUBS BY 7-10-95
CLUBS NOTIFY VAP CUSTOMERS BY PHONE DISPLAY READY FOR PICK-UP

PROMOTION: SELECT $.30 OFF 1 PACK PURCHASE

| | MCLANES DIVISION | SHIPPER QUANTITY | BRAND SWC# SAM UIN MC UIN | FF | FF BOX | LT | LT BOX |
|---|---|---|---|---|---|---|---|
| | | | | QTY | QTY | QTY | QTY |
| CUMBERLAND | 665276 | 370 | | 370 | 370 | 370 | 370 |
| DIRECT (HI) | | 0 | | 0 | 0 | 0 | 0 |
| HIGH PLAINS | 558715 | 172 | | 172 | 172 | 172 | 172 |
| MID-ATLANTIC | 564919 | 690 | | 690 | 690 | 690 | 690 |
| NEWPORT NEWS | | 15 | | 15 | 15 | 15 | 15 |
| VA. BEACH | | 5 | | 5 | 5 | 5 | 5 |
| CHESAPEAKE | | 25 | | 25 | 25 | 25 | 25 |
| PORTSMOUTH | | 15 | | 15 | 15 | 15 | 15 |
| VA. STATE | | 25 | | 25 | 25 | 25 | 25 |
| MIDWEST | 576053 | 505 | | 505 | 505 | 505 | 505 |
| NORTHEAST | 375878 | 901 | | 901 | 901 | 901 | 901 |
| NORTHWEST | 377153 | 50 | | 50 | 50 | 50 | 50 |
| PACIFIC | 374931 | 0 | | 0 | 0 | 0 | 0 |
| SOUTHEAST | 376430 | 1495 | | 1495 | 1495 | 1495 | 1495 |
| SOUTHERN | 380754 | 565 | | 565 | 565 | 565 | 565 |
| SOUTHERN CAL | 565292 | 0 | | 0 | 0 | 0 | 0 |
| SOUTHWEST | 380058 | 1515 | | 1515 | 1515 | 1515 | 1515 |
| SUNEAST | 380734 | 1085 | | 1085 | 1085 | 1085 | 1085 |
| SUNWEST | 376062 | 190 | | 190 | 190 | 190 | 190 |
| WESTERN | 377153 | 600 | | 600 | 600 | 600 | 600 |
| | | 8223 | | 8223 | 8223 | 8223 | 8223 |

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# SAM'S CLUB: JULY '95 VAP:

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RJR REGION TRANSFERS MUST BE ENTERED BY 5-15-95
SAM'S HQ MUST HAVE PO'S AND ORDERS TO MCLANES BY 5-20-95
MCLANES PACKS AND SHIPS TO CLUBS BY 7-10-95
CLUBS NOTIFY VAP CUSTOMERS BY PHONE DISPLAY READY FOR PICK-UP

PROMOTION: SELECT BUY 2 PACKS GET CASSETTE TAPE

| | MCLANES DIVISION | SHIPPER QUANTITY | BRAND SWC# SAM UIN MC UIN | FF | FF BOX | LT | LT BOX |
|---|---|---|---|---|---|---|---|
| | | | | QTY | QTY | QTY | QTY |
| CUMBERLAND | 665276 | 63 | | 63 | 63 | 63 | 63 |
| DIRECT (HI) | | 0 | | 0 | 0 | 0 | 0 |
| HIGH PLAINS | 558715 | 0 | | 0 | 0 | 0 | 0 |
| MID-ATLANTIC | 564919 | 775 | | 775 | 775 | 775 | 775 |
| NEWPORT NEWS | | 15 | | 15 | 15 | 15 | 15 |
| VA. BEACH | | 50 | | 50 | 50 | 50 | 50 |
| CHESAPEAKE | | 80 | | 80 | 80 | 80 | 80 |
| PORTSMOUTH | | 50 | | 50 | 50 | 50 | 50 |
| VA. STATE | | 25 | | 25 | 25 | 25 | 25 |
| MIDWEST | 576053 | 15 | | 15 | 15 | 15 | 15 |
| NORTHEAST | 375878 | 419 | | 419 | 419 | 419 | 419 |
| NORTHWEST | 380506 | 0 | | 0 | 0 | 0 | 0 |
| PACIFIC | 374931 | 0 | | 0 | 0 | 0 | 0 |
| SOUTHEAST | 376430 | 531 | | 531 | 531 | 531 | 531 |
| SOUTHERN | 380754 | 330 | | 330 | 330 | 330 | 330 |
| SOUTHERN CAL | 565292 | 360 | | 360 | 360 | 360 | 360 |
| SOUTHWEST | 380058 | 613 | | 613 | 613 | 613 | 613 |
| SUNEAST | 380734 | 957 | | 957 | 957 | 957 | 957 |
| SUNWEST | 376062 | 0 | | 0 | 0 | 0 | 0 |
| WESTERN | 377153 | 0 | | 0 | 0 | 0 | 0 |
| | | 4283 | | 4283 | 4283 | 4283 | 4283 |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | REGION 1100--DPC | | | | |
| 112204 | 6462 | AUGUSTA | ME | | | |
| 112209 | 6333 | BANGOR | ME | | | |
| 112610 | 6370 | SAUGUS | MA | | | |
| 112614 | 6649 | WORCESTER | MA | | | |
| 113007 | 6648 | SEEKONK | MA | | | |
| | | REGION 1100--VAP | | | | |
| 112204 | 6462 | AUGUSTA | ME | | | |
| 112209 | 6333 | BANGOR | ME | | | |
| 112401 | 6337 | SEABROOK | NH | | | |
| 112610 | 6370 | SAUGUS | MA | | | |
| 112614 | 6649 | WORCESTER | MA | | | |
| 113007 | 6648 | SEEKONK | MA | | | |
| 112602 | 6647 | WATICK | MA | | | |
| | | REGION 1200--DPC | | | | |
| 123013 | 6369 | EAST BRUNSWICK | NJ | | | |
| | | REGION 1200--VAP | | | | |
| 123013 | 6369 | EAST BRUNSWICK | NJ | | | |
| | | REGION 1300--DPC | | | | |
| 132407 | 8191 | WILKES BARRE | PA | | | |
| 132601 | 6332 | PHILADELPHIA | PA | | | |
| 133402 | 8144 | ATLANTIC CITY | NJ | | | |
| 133406 | 6670 | DEPTFORD | NJ | | | |
| 133410 | 8145 | DELRAN | NJ | | | |
| | | REGION 1300--VAP | | | | |
| 132404 | 8160 | TEMPLE | PA | | | |
| 132407 | 8191 | WILKES BARRE | PA | | | |
| 132601 | 6332 | PHILADELPHIA | PA | | | |
| 133402 | 8144 | ATLANTIC CITY | NJ | | | |
| 133406 | 6670 | DEPTFORD | NJ | | | |
| 133410 | 8145 | DELRAN | NJ | | | |
| 133414 | 6541 | PRINCETON | NJ | | | |
| | | REGION 1500--DPC | | | | |
| 152206 | 6356 | FISHKILL | NY | | | |
| | | REGION 1500--VAP | | | | |
| 152206 | 6356 | FISHKILL | NY | | | |
| | | REGION 1600--DPC | | | | |
| 162301 | 6456 | PLATTSBURGH | NY | | | |
| 162304 | 6440 | LATHAM | NY | | | |
| 162307 | 6483 | ALBANY | NY | | | |
| 162401 | 8178 | GREECE | NY | | | |
| 162402 | 8179 | HENRIETTA | NY | | | |
| 162407 | 6438 | CLAY | NY | | | |
| 162496 | 6431 | BIG FLATS | NY | | | |
| 162609 | 6406 | NIAGARA FALLS | NY | | | |
| 163205 | 6305 | BROOKPARK | OH | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| 163207 | 6302 | BEDFORD | OH | | | |
| 163218 | 6306 | WILLOUGHBY HLS | OH | | | |
| 163222 | 6314 | ELYRIA | OH | | | |
| | | | | | | |
| | | **REGION 1600--VAP** | | | | |
| 162301 | 6456 | PLATTSBURGH | NY | | | |
| 162304 | 6440 | LATHAM | NY | | | |
| 162307 | 6483 | ALBANY | NY | | | |
| 162401 | 8178 | GREECE | NY | | | |
| 162402 | 8179 | HENRIETTA | NY | | | |
| 162407 | 6438 | CLAY | NY | | | |
| 162496 | 6431 | BIG FLATS | NY | | | |
| 162609 | 6406 | NIAGARA FALLS | NY | | | |
| 163205 | 6305 | BROOKPARK | OH | | | |
| 163207 | 6302 | BEDFORD | OH | | | |
| 163218 | 6306 | WILLOUGHBY HLS | OH | | | |
| 163222 | 6314 | ELYRIA | OH | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 1700--DPC** | | | | |
| 173005 | 6677 | MONROEVILLE | PA | | | |
| 173079 | 6460 | ALTOONA | PA | | | |
| | | | | | | |
| | | **REGION 1700--VAP** | | | | |
| 172803 | 6322 | BOARDMAN | OH | | | |
| 172807 | 6404 | FAIRLAWN | OH | | | |
| 172808 | 6317 | NORTH CANTON | OH | | | |
| 172872 | 6327 | NILES | OH | | | |
| 173005 | 6677 | MONROEVILLE | PA | | | |
| 173079 | 6460 | ALTOONA | PA | | | |
| 173210 | 8189 | FAIRMONT | WV | | | |
| 173602 | 6457 | SOUTH CHARLESTO | WV | | | |
| 173610 | 6373 | PARKERSBURG | WV | | | |
| 173801 | 8161 | YORK | PA | | | |
| 173807 | 8175 | HARRISBURG | PA | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2100--DPC** | | | | |
| 213601 | 8220 | ROANOKE | VA | | | |
| | | | | | | |
| | | **REGION 2100--VAP** | | | | |
| 212609 | 8228 | WINSTON SALEM | NC | | | |
| 212613 | 6402 | GREENSBORO | NC | | | |
| 212803 | 6414 | GASTONIA | NC | | | |
| 212806 | 6348 | CHARLOTTE | NC | | | |
| 212808 | 6355 | HICKORY | NC | | | |
| 212809 | 8219 | MATTHEWS | NC | | | |
| 213402 | 8218 | FAYETTEVILLE | NC | | | |
| 213405 | 6443 | GOLDSBORO | NC | | | |
| 213410 | 8129 | WILMINGTON | NC | | | |
| 213601 | 8220 | ROANOKE | VA | | | |
| 213607 | 6458 | LYNCHBURG | VA | | | |
| 213803 | 8222 | KINGSPORT | TN | | | |
| 213809 | 6569 | BLUEFIELD | VA | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2200--DPC** | | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2200--VAP** | | | | |
| 223403 | 6582 | HILTON HEAD | SC | | | |
| 223507 | 6463 | ANDERSON | SC | | | |
| 223510 | 6452 | ASHEVILLE | NC | | | |
| 223560 | 6463 | ANDERSON | SC | | | |
| 223601 | 8283 | COLUMBIA | SC | | | |
| 223610 | 6571 | FLORENCE | SC | | | |
| 223612 | 8115 | AUGUSTA | GA | | | |
| 223707 | 6363 | JACKSONVILLE | FL | | | |
| 223708 | 8253 | JACKSONVILLE | FL | | | |
| | | | | | | |
| | | **REGION 2300--DPC** | | | | |
| 232605 | 6642 | TAMPA | FL | | | |
| 232607 | 6641 | PINELLAS PARK | FL | | | |
| 232611 | 6640 | PALM HARBOR | FL | | | |
| | | | | | | |
| | | **REGION 2300--VAP** | | | | |
| 232605 | 6642 | TAMPA | FL | | | |
| 232611 | 6640 | PALM HARBOR | FL | | | |
| 233203 | 8201 | SARASOTA | FL | | | |
| 233207 | 6445 | PORT CHARLOTTE | FL | | | |
| 233211 | 6364 | NAPLES | FL | | | |
| 233303 | 6335 | OCALA | FL | | | |
| 233504 | 8216 | LAKELAND | FL | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2400--DPC** | | | | |
| 242407 | 6435 | TUSCALOOSA | AL | | | |
| 243608 | 8256 | KNOXVILLE | TN | | | |
| | | | | | | |
| | | **REGION 2400--VAP** | | | | |
| 242407 | 6435 | TUSCALOOSA | AL | | | |
| 243608 | 8256 | KNOXVILLE | TN | | | |
| 243002 | 8151 | PANAMA CITY | FL | | | |
| 243005 | 8120 | TALLAHASSEE | FL | | | |
| 243003 | 8192 | DOTHAN | AL | | | |
| 243010 | 6361 | FORT WALTON BEA | FL | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2500--DPC** | | | | |
| 252402 | 8266 | NORTH LITTLE RO | AR | | | |
| 252405 | 8104 | LITTLE ROCK | AR | | | |
| 252607 | 8258 | MEMPHIS | TN | | | |
| 252704 | 6503 | HATTIESBURG | MS | | | |
| 252709 | 8236 | GULFPORT | MS | | | |
| 252903 | 8271 | JACKSON | MS | | | |
| 252912 | 6329 | TUPELO | MS | | | |
| 253604 | 8180 | MARION | IL | | | |
| 253873 | 8209 | SPRINGDALE | AR | | | |
| | | | | | | |
| | | **REGION 2500--VAP** | | | | |
| 252402 | 8266 | NORTH LITTLE RO | AR | | | |
| 252405 | 8104 | LITTLE ROCK | AR | | | |
| 252607 | 8258 | MEMPHIS | TN | | | |
| 252704 | 6503 | HATTIESBURG | MS | | | |
| 252709 | 8236 | GULFPORT | MS | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| 252903 | 8271 | JACKSON | MS | | | |
| 252912 | 6329 | TUPELO | MS | | | |
| 253604 | 8180 | MARION | IL | | | |
| 253873 | 8209 | SPRINGDALE | AR | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 2900--DPC** | | | | |
| | | | | | | |
| | | **REGION 2900--VAP** | | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5100--DPC** | | | | |
| 512204 | 6405 | YUBA CITY | CA | | | |
| 512206 | 6621 | ROSEVILLE | CA | | | |
| 512210 | 6623 | SACRAMENTO | CA | | | |
| 512211 | 6620 | RNCHO CORDOVA | CA | | | |
| 512212 | 6622 | SACRAMENTO | CA | | | |
| 512413 | 6433 | VACAVILLE | CA | | | |
| 513203 | 6410 | PEARL CITY | HI | | | |
| | | | | | | |
| | | **REGION 5100--VAP** | | | | |
| 512204 | 6405 | YUBA CITY | CA | | | |
| 512206 | 6621 | ROSEVILLE | CA | | | |
| 512210 | 6623 | SACRAMENTO | CA | | | |
| 512211 | 6620 | RNCHO CORDOVA | CA | | | |
| 512212 | 6622 | SACRAMENTO | CA | | | |
| 512413 | 6433 | VACAVILLE | CA | | | |
| 513203 | 6410 | PEARL CITY | HI | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5300--DPC** | | | | |
| 533801 | 6347 | FARMINGTON | NM | | | |
| 533804 | 6408 | SANTA FE | NM | | | |
| | | | | | | |
| | | **REGION 5300--VAP** | | | | |
| 533003 | 6686 | SALT LAKE CITY | UT | | | |
| 533004 | 6682 | LAYTON | UT | | | |
| 533005 | 6683 | MURRAY | UT | | | |
| 533006 | 6684 | OGDEN | UT | | | |
| 533009 | 6345 | IDAHO FALLS | ID | | | |
| 533012 | 6360 | GRAND JUNCTION | CO | | | |
| 533201 | 6430 | CHEYENNE | WY | | | |
| 533202 | 6633 | FORT COLLINS | CO | | | |
| 533202 | 8147 | LOVELAND | CO | | | |
| 533205 | 6630 | ARVADA | CO | | | |
| 533207 | 6632 | DENVER | CO | | | |
| 533208 | 6635 | DENVER | CO | | | |
| 533209 | 6631 | AURORA | CO | | | |
| 533209 | 6634 | LITTLETON | CO | | | |
| 533213 | 8272 | COLORADO SPRING | CO | | | |
| 533604 | 8177 | LAS VEGAS | NV | | | |
| 533605 | 6382 | LAS VEGAS | NV | | | |
| 533801 | 6347 | FARMINGTON | NM | | | |
| 533804 | 6408 | SANTA FE | NM | | | |
| 534261 | 6606 | PHOENIX | AZ | | | |
| 534261 | 6604 | FLAGSTAFF | AZ | | | |
| 534261 | 6608 | PHOENIX | AZ | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| 534262 | 6605 | GILBERT | AZ | | | |
| 534262 | 6692 | TUCSON | AZ | | | |
| 534262 | 6607 | PHOENIX | AZ | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5400--DPC** | | | | |
| 542302 | 6613 | DOWNEY | CA | | | |
| 542303 | 6626 | SOUTH GATE | CA | | | |
| 542313 | 6617 | GARDENA | CA | | | |
| 542403 | 6614 | EL MONTE | CA | | | |
| 542404 | 6619 | MONTCLAIR | CA | | | |
| 542406 | 6611 | INDUSTRY | CA | | | |
| 542409 | 6616 | FULLERTON | CA | | | |
| 542410 | 6610 | CHINO | CA | | | |
| 542502 | 6618 | IRVINE | CA | | | |
| 542505 | 6615 | FOUNTAIN VLY | CA | | | |
| 542506 | 6627 | STANTON | CA | | | |
| 542514 | 6628 | TORRANCE | CA | | | |
| 542601 | 6455 | OXNARD | CA | | | |
| 542604 | 6629 | WOODLAND HLS | CA | | | |
| 542609 | 6625 | SAN FERNANDO | CA | | | |
| 542802 | 6609 | CATHEDRAL CTY | CA | | | |
| 542807 | 6378 | RIVERSIDE | CA | | | |
| 542810 | 6624 | SN BERNRDNO | CA | | | |
| 543011 | 6374 | CALEXICO | CA | | | |
| | | | | | | |
| | | **REGION 5400--VAP** | | | | |
| 543011 | 6374 | CALEXICO | CA | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5600--DPC** | | | | |
| 562403 | 6687 | SEATTLE | WA | | | |
| 562411 | 6602 | ANCHORAGE | AK | | | |
| 562412 | 6601 | ANCHORAGE | AK | | | |
| 562413 | 6603 | FAIRBANKS | AK | | | |
| 562604 | 6688 | FIFE | WA | | | |
| 563805 | 6379 | GREAT FALLS | MT | | | |
| | | | | | | |
| | | **REGION 5600--VAP** | | | | |
| 562403 | 6687 | SEATTLE | WA | | | |
| 562411 | 6602 | ANCHORAGE | AK | | | |
| 562412 | 6601 | ANCHORAGE | AK | | | |
| 562413 | 6603 | FAIRBANKS | AK | | | |
| 562604 | 6688 | FIFE | WA | | | |
| 563801 | 6425 | CASPER | WY | | | |
| 563805 | 6379 | GREAT FALLS | MT | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5700--DPC** | | | | |
| 573503 | 8114 | SCOTT | LA | | | |
| 573505 | 8181 | ALEXANDRIA | LA | | | |
| 573607 | 8237 | MONROE | LA | | | |
| 573707 | 8221 | HARVEY | LA | | | |
| 573710 | 8261 | KENNER | LA | | | |
| 573503 | 8114 | SCOTT | LA | | | |
| 573505 | 8181 | ALEXANDRIA | LA | | | |
| 573607 | 8237 | MONROE | LA | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| 573707 | 8221 | HARVEY | LA | | | |
| 573710 | 8261 | KENNER | LA | | | |
| | | | | | | |
| | | **REGION 5700--VAP** | | | | |
| 572808 | 6480 | IRVING | TX | | | |
| 572809 | 6362 | ARLINGTON | TX | | | |
| 573402 | 8295 | TEXARKANA | TX | | | |
| 573407 | 6422 | LONGVIEW | TX | | | |
| 573503 | 8114 | SCOTT | LA | | | |
| 573505 | 8181 | ALEXANDRIA | LA | | | |
| 573603 | 8273 | SHREVEPORT | LA | | | |
| 573607 | 8237 | MONROE | LA | | | |
| 573707 | 8221 | HARVEY | LA | | | |
| 573710 | 8261 | KENNER | LA | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 5800--DPC** | | | | |
| | | | | | | |
| | | **REGION 5800--VAP** | | | | |
| 583002 | 8275 | BEAUMONT | TX | | | |
| 583102 | 6336 | TEMPLE | TX | | | |
| 583305 | 8156 | LAREDO | TX | | | |
| 583006 | 8265 | LAKE CHARLES | LA | | | |
| 583210 | 8153 | EL PASO | TX | | | |
| 583211 | 6502 | EL PASO | TX | | | |
| 583213 | 8280 | EL PASO | TX | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6200--DPC** | | | | |
| 622403 | 6349 | EVERGREEN PARK | IL | | | |
| 622404 | 6485 | TINLEY PARK | IL | | | |
| 622404 | 8154 | MATTESON | IL | | | |
| 622406 | 8298 | JOLIET | IL | | | |
| 622408 | 8197 | CHAMPAIGN | IL | | | |
| 622874 | 6489 | LANSING | IL | | | |
| 622878 | 8174 | MERRILLVILLE | IN | | | |
| 623004 | 6358 | NORTHLAKE | IL | | | |
| 623007 | 6487 | ADDISON | IL | | | |
| 623008 | 8148 | STREAMWOOD | IL | | | |
| 623404 | 6328 | CICERO | IL | | | |
| 623404 | 6384 | HODGKINS | IL | | | |
| 623406 | 6488 | WOODRIDGE | IL | | | |
| 623407 | 8143 | NAPERVILLE | IL | | | |
| 623601 | 6444 | EVANSTON | IL | | | |
| 623602 | 8198 | WHEELING | IL | | | |
| 623602 | 6464 | DES PLAINES | IL | | | |
| 623603 | 8184 | GURNEE | IL | | | |
| 623606 | 6339 | CRYSTAL LAKE | IL | | | |
| 623609 | 8297 | ROCKFORD | IL | | | |
| 623802 | 8238 | DAVENPORT | IA | | | |
| 623804 | 8162 | CEDAR RAPIDS | IA | | | |
| 623811 | 8128 | PEORIA | IL | | | |
| 623903 | 6344 | DES MOINES | IA | | | |
| | | | | | | |
| | | **REGION 6200--VAP** | | | | |
| 622403 | 6349 | EVERGREEN PARK | IL | | | |
| 622404 | 6485 | TINLEY PARK | IL | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| 622404 | 8154 | MATTESON | IL | | | |
| 622406 | 8298 | JOLIET | IL | | | |
| 622408 | 8197 | CHAMPAIGN | IL | | | |
| 622874 | 6489 | LANSING | IL | | | |
| 622878 | 8174 | MERRILLVILLE | IN | | | |
| 623004 | 6358 | NORTHLAKE | IL | | | |
| 623007 | 6487 | ADDISON | IL | | | |
| 623008 | 8148 | STREAMWOOD | IL | | | |
| 623404 | 6328 | CICERO | IL | | | |
| 623404 | 6384 | HODGKINS | IL | | | |
| 623406 | 6488 | WOODRIDGE | IL | | | |
| 623407 | 8143 | NAPERVILLE | IL | | | |
| 623601 | 6444 | EVANSTON | IL | | | |
| 623602 | 8198 | WHEELING | IL | | | |
| 623602 | 6464 | DES PLAINES | IL | | | |
| 623603 | 8184 | GURNEE | IL | | | |
| 623606 | 6339 | CRYSTAL LAKE | IL | | | |
| 623609 | 8297 | ROCKFORD | IL | | | |
| 623802 | 8238 | DAVENPORT | IA | | | |
| 623804 | 8162 | CEDAR RAPIDS | IA | | | |
| 623811 | 8128 | PEORIA | IL | | | |
| 623903 | 6344 | DES MOINES | IA | | | |
| 623906 | 6514 | WATERLOO | IA | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6300–DPC** | | | | |
| 632224 | 6535 | WAUSAU | WI | | | |
| 632424 | 6436 | ONALASKA | WI | | | |
| 632429 | 8255 | MADISON | WI | | | |
| 633221 | 6331 | RACINE | WI | | | |
| 633222 | 8167 | FRANKLIN | WI | | | |
| 633224 | 6303 | WEST ALLIS | WI | | | |
| 633228 | 8164 | WAUKESHA | WI | | | |
| 633230 | 6324 | MILWAUKEE | WI | | | |
| | | | | | | |
| | | **REGION 6300–VAP** | | | | |
| 632224 | 6535 | WAUSAU | WI | | | |
| 632421 | 6510 | MANKATO | MN | | | |
| 632422 | 6427 | ROCHESTER | MN | | | |
| 632424 | 6436 | ONALASKA | WI | | | |
| 632429 | 8255 | MADISON | WI | | | |
| 632439 | 6312 | INVER GROVE HEI | MN | | | |
| 632622 | 6320 | HERMANTOWN | MN | | | |
| 632632 | 6309 | WHITE BEAR LAKE | MN | | | |
| 632635 | 6311 | BURNSVILLE | MN | | | |
| 632684 | 8183 | SAINT CLOUD | MN | | | |
| 632699 | 6310 | FRIDLEY | MN | | | |
| 633221 | 6331 | RACINE | WI | | | |
| 633222 | 8167 | FRANKLIN | WI | | | |
| 633224 | 6303 | WEST ALLIS | WI | | | |
| 633228 | 8164 | WAUKESHA | WI | | | |
| 633230 | 6324 | MILWAUKEE | WI | | | |
| 633401 | 8165 | SIOUX FALLS | SD | | | |
| 633407 | 6432 | SIOUX CITY | IA | | | |
| 633602 | 8172 | FARGO | ND | | | |
| 633605 | 6385 | GRAND FORKS | ND | | | |
| | | | | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6500--DPC** | | | | |
| 652901 | 8289 | OKLAHOMA CITY | OK | | | |
| 652904 | 8117 | OKLAHOMA CITY | OK | | | |
| 653603 | 8254 | WICHITA | KS | | | |
| 653604 | 6426 | SALINA | KS | | | |
| 653609 | 6418 | WICHITA | KS | | | |
| 653701 | 8224 | WICHITA FALLS | TX | | | |
| 653706 | 8288 | MIDLAND | TX | | | |
| | | | | | | |
| | | **REGION 6500--VAP** | | | | |
| 652901 | 8289 | OKLAHOMA CITY | OK | | | |
| 652904 | 8117 | OKLAHOMA CITY | OK | | | |
| 652976 | 8239 | LAWTON | OK | | | |
| 653001 | 8241 | MIDWEST CITY | OK | | | |
| 653603 | 8254 | WICHITA | KS | | | |
| 653604 | 6426 | SALINA | KS | | | |
| 653609 | 6418 | WICHITA | KS | | | |
| 653701 | 8224 | WICHITA FALLS | TX | | | |
| 653703 | 8226 | ABILENE | TX | | | |
| 653706 | 8288 | MIDLAND | TX | | | |
| 653707 | 6439 | ODESSA | TX | | | |
| 653801 | 8270 | LUBBOCK | TX | | | |
| 653805 | 8279 | AMARILLO | TX | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6700--DPC** | | | | |
| 672210 | 6661 | PORTAGE | MI | | | |
| 672211 | 6323 | KALAMAZOO | MI | | | |
| 672408 | 6663 | SAGINAW | MI | | | |
| 673208 | 6658 | JACKSON | MI | | | |
| 673401 | 6407 | ONTARIO | OH | | | |
| 673408 | 6375 | LIMA | OH | | | |
| 673411 | 6484 | TOLEDO | OH | | | |
| 673412 | 8139 | HOLLAND | OH | | | |
| 673701 | 6315 | MISHAWAKA | IN | | | |
| 673709 | 8169 | LAFAYETTE | IN | | | |
| 673711 | 6424 | KOKOMO | IN | | | |
| 673712 | 6313 | FORT WAYNE | IN | | | |
| 673712 | 8170 | GOSHEN | IN | | | |
| | | | | | | |
| | | **REGION 6700--VAP** | | | | |
| 672210 | 6661 | PORTAGE | MI | | | |
| 672210 | 6661 | KALAMAZOO | MI | | | |
| 672211 | 6323 | KALAMAZOO | MI | | | |
| 672404 | 6660 | PORT HURON | MI | | | |
| 672408 | 6663 | SAGINAW | MI | | | |
| 672411 | 6663 | SAGINAW | MI | | | |
| 673007 | 6454 | SOUTHFIELD | MI | | | |
| 673205 | 6429 | BATTLE CREEK | MI | | | |
| 673207 | 6658 | JACKSON | MI | | | |
| 673208 | 6658 | JACKSON | MI | | | |
| 673401 | 6407 | ONTARIO | OH | | | |
| 673408 | 6375 | LIMA | OH | | | |
| 673411 | 6484 | TOLEDO | OH | | | |
| 673412 | 8139 | HOLLAND | OH | | | |
| 673701 | 6315 | MISHAWAKA | IN | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| 673709 | 8169 | LAFAYETTE | IN | | | |
| 673711 | 6424 | KOKOMO | IN | | | |
| 673712 | 6313 | FORT WAYNE | IN | | | |
| 673712 | 8170 | GOSHEN | IN | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6800--DPC** | | | | |
| 682405 | 6308 | COLUMBUS | OH | | | |
| 682410 | 6326 | REYNOLDSBURG | OH | | | |
| 682412 | 6307 | COLUMBUS | OH | | | |
| 682806 | 6450 | CINCINNATI | OH | | | |
| 682806 | 8132 | CINCINNATI | OH | | | |
| 682809 | 8131 | CINCINNATI | OH | | | |
| 682810 | 6528 | CINCINNATI | OH | | | |
| 683001 | 6380 | DAYTON | OH | | | |
| 683005 | 6517 | BEAVERCREEK | OH | | | |
| 683705 | 8123 | EVANSVILLE | IN | | | |
| | | | | | | |
| | | **REGION 6800--VAP** | | | | |
| 682405 | 6308 | COLUMBUS | OH | | | |
| 682410 | 6326 | REYNOLDSBURG | OH | | | |
| 682412 | 6307 | COLUMBUS | OH | | | |
| 682803 | 8133 | FLORENCE | KY | | | |
| 682806 | 6450 | CINCINNATI | OH | | | |
| 682806 | 8132 | CINCINNATI | OH | | | |
| 682809 | 8131 | CINCINNATI | OH | | | |
| 682810 | 6528 | CINCINNATI | OH | | | |
| 683001 | 6380 | DAYTON | OH | | | |
| 683002 | 8136 | DAYTON | OH | | | |
| 683005 | 6517 | BEAVERCREEK | OH | | | |
| 683403 | 8188 | LEXINGTON | KY | | | |
| 683701 | 8135 | TERRE HAUTE | IN | | | |
| 683705 | 8123 | EVANSVILLE | IN | | | |
| 683803 | 6301 | INDIANAPOLIS | IN | | | |
| 683806 | 6325 | GREENWOOD | IN | | | |
| 683807 | 6304 | INDIANAPOLIS | IN | | | |
| 683808 | 6316 | INDIANAPOLIS | IN | | | |
| 683809 | 8168 | FISHERS | IN | | | |
| 683810 | 6437 | BLOOMINGTON | IN | | | |
| | | | | | | |
| | | | | | | |
| | | **REGION 6900--DPC** | | | | |
| 692201 | 6411 | BRIDGETON | MO | | | |
| 692202 | 8125 | SAINT LOUIS | MO | | | |
| 692205 | 6474 | SAINT LOUIS | MO | | | |
| 692208 | 8251 | SAINT CHARLES | MO | | | |
| 692401 | 8182 | SAINT LOUIS | MO | | | |
| 692402 | 8205 | SAINT LOUIS | MO | | | |
| 692409 | 8163 | COLUMBIA | MO | | | |
| 692603 | 8285 | O FALLON | IL | | | |
| 692612 | 6334 | DECATUR | IL | | | |
| 692612 | 8215 | SPRINGFIELD | IL | | | |
| 693202 | 8176 | TOPEKA | KS | | | |
| 693207 | 6475 | ROELAND PARK | KS | | | |
| 693208 | 8208 | LENEXA | KS | | | |
| 693211 | 8293 | KANSAS CITY | MO | | | |
| 693211 | 8243 | GRANDVIEW | MO | | | |

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# CLUB'S THAT DID NOT PARTICIPATE IN JULY

| | | | | | | |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| 693215 | 8207 | KANSAS CITY | MO | | | |
| 693604 | 6415 | JOPLIN | MO | | | |
| 693606 | 8296 | SPRINGFIELD | MO | | | |
| | | | | | | |
| | | **REGION 6900–VAP** | | | | |
| 692201 | 6411 | BRIDGETON | MO | | | |
| 692202 | 8125 | SAINT LOUIS | MO | | | |
| 692205 | 6474 | SAINT LOUIS | MO | | | |
| 692208 | 8251 | SAINT CHARLES | MO | | | |
| 692401 | 8182 | SAINT LOUIS | MO | | | |
| 692402 | 8205 | SAINT LOUIS | MO | | | |
| 692409 | 8163 | COLUMBIA | MO | | | |
| 692603 | 8285 | O FALLON | IL | | | |
| 692612 | 6334 | DECATUR | IL | | | |
| 692612 | 8215 | SPRINGFIELD | IL | | | |
| 693003 | 6461 | GRAND ISLAND | NE | | | |
| 693004 | 6413 | LINCOLN | NE | | | |
| 693009 | 8146 | OMAHA | NE | | | |
| 693010 | 6472 | CO BLUFFS | IA | | | |
| 693202 | 8176 | TOPEKA | KS | | | |
| 693207 | 6475 | ROELAND PARK | KS | | | |
| 693208 | 8208 | LENEXA | KS | | | |
| 693211 | 8293 | KANSAS CITY | MO | | | |
| 693211 | 8243 | GRANDVIEW | MO | | | |
| 693215 | 8207 | KANSAS CITY | MO | | | |
| 693604 | 6415 | JOPLIN | MO | | | |
| 693606 | 8296 | SPRINGFIELD | MO | | | |

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